

## Message Text

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R 080022Z NOV 75

FM SECSTATE WASHDC

TO AMEMBASSY VIENNA

UNCLAS STATE 265025

E.O. 11652 N/A

TAGS: BEXP, GW

SUBJECT: CCP 76 - 1ST QUARTER REPORT

REFERENCE: VIENNA 8650

1. WASHINGTON COMMERCIAL ACTION GROUP MET OCTOBER 21 TO CONSIDER SUBJECT REPORT AND ACT ON PROPOSED AMENDMENTS OFFERED BY EMBASSY ACTION GROUP. THE WCAG IS PLEASED AT FIRST QUARTER ACHIEVEMENTS, CONSIDERING TIME OF YEAR, CANCELLATION OF A TECHNICAL SALES SEMINAR, AND DEVELOPMENTS AFFECTING BSP PROGRAM.

2. DISCUSSION OF PROPOSED AMENDMENT 1 LEADS WCAG TO INQUIRE WHETHER A BSP PROGRAM AT SOME LEVEL CAN BE IMPLEMENTED, AT THE TRADE CENTER THROUGH JANUARY, AND SUBSEQUENTLY AT AMERIKA HAUS. THE BSP TECHNIQUE IS CERTAINLY A LARGE FACTOR IN ACHIEVING THE GOALS OF AT LEAST THREE CAMPAIGNS.

3. PROPOSED AMENDMENTS 2 THROUGH 5 ARE APPROVED.

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4. ASSUMING AT LEAST A CURTAILMENT OF THE BSP PROGRAM, WCAG REQUESTS PROPOSAL FOR REALLOCATION OF RESOURCES

PRESENTLY APPLICABLE TO BSP'S, AND PREVIOUSLY EARMARKED  
FOR SUPPORT OF THE TECHNICAL SALES SEMINAR.

5. WCAG NOTED WITH INTEREST THE FORTHCOMING OPENING OF A  
COMBINED COMMERCIAL/USIS LIBRARY IN SALZBURG. WE ARE  
CONCERNED THAT ABSENCE OF FULL-TIME ECONOMIC/COMMERCIAL  
PERSONNEL IN SALZBURG MAY PREVENT NEW FACILITY FROM FULLY  
MEETING AUSTRIAN BUSINESS COMMUNITY'S EXPECTATIONS OF A  
COMMERCIAL LIBRARY. INFORMATION CONCERNING ITS STAFFING,  
OPERATION AND PROGRAM RESOURCE REQUIREMENTS WILL BE APPRE-  
CIATED. REGARDED AS OF PARTICULAR IMPORTANCE ARE THE  
METHOD OF HANDLING OF COMMERCIAL VISITORS, PREPARATION OF  
TRADE OPPORTUNITIES, AND OTHER COMMERCIAL ACTIVITIES  
REQUIRING PROFESSIONAL SKILLS. FOR EXAMPLE, WHAT TRAINING  
ARE LIBRARY PERSONNEL RECEIVING ON PROCEDURES FOR PUTTING  
SELECTED VISITORS IN TOUCH WITH EMBASSY COMMERCIAL SPECIAL-  
ISTS IN VIENNA? KISSINGER

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